

# 1,1,1,2—Tetrafluoroethane (R134a) from China

American HFC Coalition

Staff Conference

Public Exhibits

March 24, 2016

**CLK** Cassidy Levy Kent



## ICOOL Refrigerant Pricing

Cylinders warehoused in Atlanta, GA, Dallas TX, Houston TX, Bensalem PA, Miami FL, Rancho Dominguez CA.

Effective Date: **July 1, 2015**

### Domestically Shipped ICOOL Refrigerant Pricing

DESCRIPTION	DESCRIPTION	PACKING	Quantity 1-3 Skids	Quantity 4-27 Skids	Quantity 28+ Skids
*R134A	30# Cylinder w/ 1/4" HVAC Valve	Palletized 40 per Skid	\$65.00	\$61.00	\$58.00
*R134A	30# Cylinder w/ 1/2" Automotive Valve	Palletized 40 per Skid	\$65.00	\$61.00	\$58.00
**R134A	12 Ounce Can w/ 1/2" Automotive Threads	Palletized 1260 per Skid	\$2.65	\$2.55	\$2.45
R404A	24# Disposable Cylinder	Palletized 40 per Skid	\$68.00	\$66.00	\$63.00
R407C	25# Disposable Cylinder	Palletized 40 per Skid	\$68.00	\$66.00	\$63.00
R410A	25# Disposable Cylinder	Palletized 40 per Skid	\$56.00	\$55.00	\$54.00
R507	25# Disposable Cylinder	Palletized 40 per Skid	N/A	N/A	N/A

\*30# Cylinder w/ 1/4" HVAC Valve (Domestically Shipped Orders are being accepted now for shipment after 4/15/2015)

\*30# Cylinder w/ 1/2" Automotive Valve (Domestically Shipped Orders are being accepted now for immediate shipment.)

\*\*12 Ounce Can w/ 1/2" Automotive Threads (Domestically Shipped Orders are being accepted now for delivery after 4/15/2015)

### Direct Import ICOOL Refrigerant Pricing

DESCRIPTION	DESCRIPTION	PACKING	Bulk Pack 1120 pieces	Palletized 800 pieces	Palletized 25,200 pieces
*R134A	30# Cylinder w/ 1/4" HVAC Valve	Palletized 40 per Skid	\$58.50	\$59.50	
*R134A	30# Cylinder w/ 1/2" Automotive Valve	Palletized 40 per Skid	\$58.50	\$59.50	
*R134A	12 Ounce Can w/ 1/2" Automotive Threads	Palletized 1260 per Skid			\$2.40
R404A	24# Disposable Cylinder	Palletized 40 per Skid	NA	NA	
R407C	25# Disposable Cylinder	Palletized 40 per Skid	NA	NA	
R410A	25# Disposable Cylinder	Palletized 40 per Skid	NA	NA	
R507	25# Disposable Cylinder	Palletized 40 per Skid	NA	NA	

\*30# Cylinder w/ 1/4" HVAC Valve (Direct Import Orders are being accepted now for delivery approximately 6 weeks after placement).

\*30# Cylinder w/ 1/2" Automotive Valve (Direct Import Orders are being accepted now for delivery approximately 6 weeks after placement).

\*\*12 Ounce Can w/ 1/2" Automotive Threads (Direct Import Orders are being accepted now for delivery approximately 8 weeks after placement).

Standard Payment terms: For Domestically Shipped Orders (Net 30 Days). For Direct Import Orders (Net 30 days from BOL from Port of Shipment).

Delivery: For Domestically Shipped Orders (Shipment within 48 hours after the order confirmation). For Direct Import Containers (Shipment in approx. 2 weeks from order confirmation).

Minimum Order: For Domestically Shipped Orders (1 or more skids of 40 pieces shipped freight prepaid).

Minimum Order: For Direct Import Orders (Min. Qties noted above are delivered prices with no additional freight or duties due on delivery).

Remittance to:

ACCOUNT: **SC NINGBO INTERNATIONAL (HONG KONG) LIMITED**  
 ADDRESS: P.O. BOX 731774, DALLAS TX 75373-1774  
 BANK: JP MORGAN CHASE BANK N.A.  
 ACCOUNT NUMBER: 406313200  
 SWIFT: CHASUS33  
 FREDWIRE ROUTING NO. 021000021

ICOOL International, Inc.

#### Sales Support

Thomas Ma

Maggie Li

[thomasma@icoolglobal.com](mailto:thomasma@icoolglobal.com)

[limj@icoolglobal.com](mailto:limj@icoolglobal.com)





# Southcorp Sales

P: 813.443.0757 • F: 727.527.6872 • jorge@bmp-usa.com

## REFRIGERANT PALLET 40 Pcs

**R22 \$359.00 Mix & Match Pallets**

**R410A \$56.90 1 Pallet FFA**

**R404A \$64.00 1 Pallet FFA**

**R134A \$59.00 HVAC**

**R407C \$66.00 20 Jugs FFA R22 Drop In**

**R407A \$69.00 1 Pallet FFA**

**R507 \$69.00 1 Pallet FFA**

**R134A-12 oz \$2.25 Automotive**

**R134A \$59.00 Auto**

## Magic Ladder

**10'6" \$120.00**

**12'6" \$129.00**

**Dolly Lift \$220.00**

**Duct Knife \$6.50**

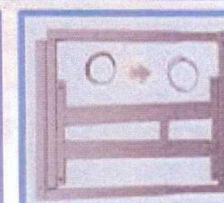
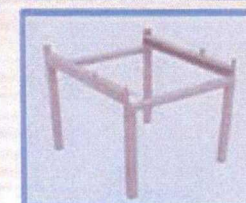
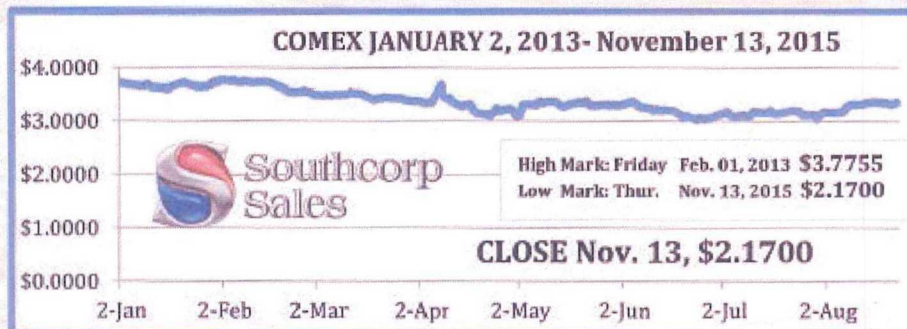
## Drier

**163 SO \$6.50**

**163 BiFlo \$13.00**

**18" AH Stand \$23.00**

ALL PRICES ARE FIRM. CONFIRMATION OF ORDER ACCEPTANCE WILL BE EMAILED TO YOUR OFFICE. IF YOU HAVE NOT RECEIVED A CONFIRMATION, YOUR ORDER IS NOT CONSIDERED TO BE FIRM. REFRIGERANT INVENTORIED IN TAMPA FLORIDA. CALL FOR REFRIGERANT OR COPPER CONTAINER PRICING. **PRICES SUBJECT TO CHANGE EVERY 24 HOURS ON REFRIGERANT.** PRICE IS DELIVERED TO YOUR WAREHOUSE. REFRIGERANT AND COPPER CAN BE COMBINED. PRICING ISSUED 11/30/15.





# SINOCHAM NINGBO-HVAC DIVISION

## W. H. "JACK" McADAMS COMPANY

**DALLAS WAREHOUSE**  
1211 Levee St. Dallas, Tx. 75207  
Ph 214-748-6417 or 800-466-8710 Fx 214-748-6442

**HOUSTON WAREHOUSE**  
302 E. Burrell Houston, Tx. 77022  
Ph 713-695-9648 Fx 713-695-5169

Contact Dallas Office for Container pricing & most current pricing

BEST TO LOAD UP ON REFRIGERANT FROM CHINA. ALL REFRIGERANT NOT ALREADY IN STATES BY 9-3-2015 SUBJECT TO APPROX 231 % TARIFF PENALTY

Attention:

Distributor:

Phone :

Fax:

PO # or Quote: 1% pick up allowance on prepaid amount from McAdams Dallas

Date: 2015-0908

**R410A LOCAL STOCK**  
**\$58.41 for 4 Pallets if picked**  
**at our Dallas Location**

**ALL**  
**REFRIGERANT**  
**ARI 700**

ALL REFRIGERANT stocked at McAdams Warehouse -Dallas

Best to call Dallas office for quantity price as R410a, R404a, R134a & R407c are presently priced day to day

Part Number	Description	Aprox. Weight 1 piece	Qty. per PALLET		Qty. Order	Total Weight	Unit Price	Total Amount
R410A	ICOOL VIRGIN REFRIGERANT 25 LBS	34	40	1 - 3 SKID PPD		0	\$60.00	
				4 - 27 SKIDS		0	\$59.00	\$0.00
				28 + SKIDS		0	\$58.00	\$0.00
R134A	ICOOL REFRIGERANT 30 LBS	39	40	1 - 3 SKID PPD		0	\$60.00	\$0.00
				4 - 27 SKIDS		0	\$58.00	\$0.00
				28 + SKIDS		0	\$55.00	\$0.00
R404A	ICOOL REFRIGERANT 24 LBS	33	40	1 - 3 SKID PPD		0	\$69.00	\$0.00
				4 - 27 SKIDS		0	\$67.00	\$0.00
				28 + SKIDS		0	\$65.00	\$0.00
R407C	ICOOL REFRIGERANT 25 LBS (REPLACEMENT FOR R22)	39	40	1 - 3 SKID PPD		0	\$69.00	\$0.00
				4 - 27 SKIDS		0	\$67.00	\$0.00
				28 + SKIDS		0	\$65.00	\$0.00
Freight :PPD 4 PALLETS - 40 cylinders per pallet.						0		\$0.00
Term: 15 days								

Freight :PPD 4 PALLETS - 40 cylinders per pallet.

Terms: 45 days

## **BMP INTERNATIONAL, INC**

5239 Idlewild Ave, Tampa, FL 33614 • Phone: 727-458-0544 • Fax: 727-527-6872



- Industry Standard Refrigerants
- Meets ARI 700 Specifications
- 40 Cylinders Per Pallet
- Prepaid Freight, One Pallet
- Available Refrigerants

R 134a

R 410A

R 404A

**For More Information Contact**

**TARGET SALES, INC**

**[www.targetsales.com](http://www.targetsales.com)**

**Tampa 813-899-9498**

**St Cloud 407-891-0355**

**CLK** Classic





### REFRIGERANT PRICES FOR WEEK OF 10/19/15

R-22	30 LB CYLINDER	\$331.00	
R-410A	25 LB CYLINDER	\$57.90	\$56.50 in TL Qtys
R-404A	24 LB CYLINDER	\$65.00	
R-134A	30 LB CYLINDER	\$60.00	
R-407C	25 LB CYLINDER	\$67.00 - (R-22 DROP IN, BLENDABLE WITH R-22)	
R-407A	25 LB CYLINDER	\$70.00	
R-507	25 LB CYLINDER	\$70.00	

Prices subject to change every 24 hours. Freight is prepaid on one pallet of 40 cylinders, may mix and match refrigerants to make pallet. Truck Load is 28 Pallets. Terms are 1% 10 Days, Net 30. Days. Please call or E-fax Lea Cofield at Office - 800-830-1283 Or call her cell - 229-292-8061

Represented by: Beene & Jennings Co -

Dan Beene: 214-675-6717, Pete Jennings: 817-291-1470, Mike LeProhon: 909-913-1572,

Robert Mills: 832-833-2025, Wayne Webb: 903-530-7683

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# 3 main channels



R-134a DACs



Traditional Importers



R-134a bulk



National Distributors  
and OEMs



R-134a cans

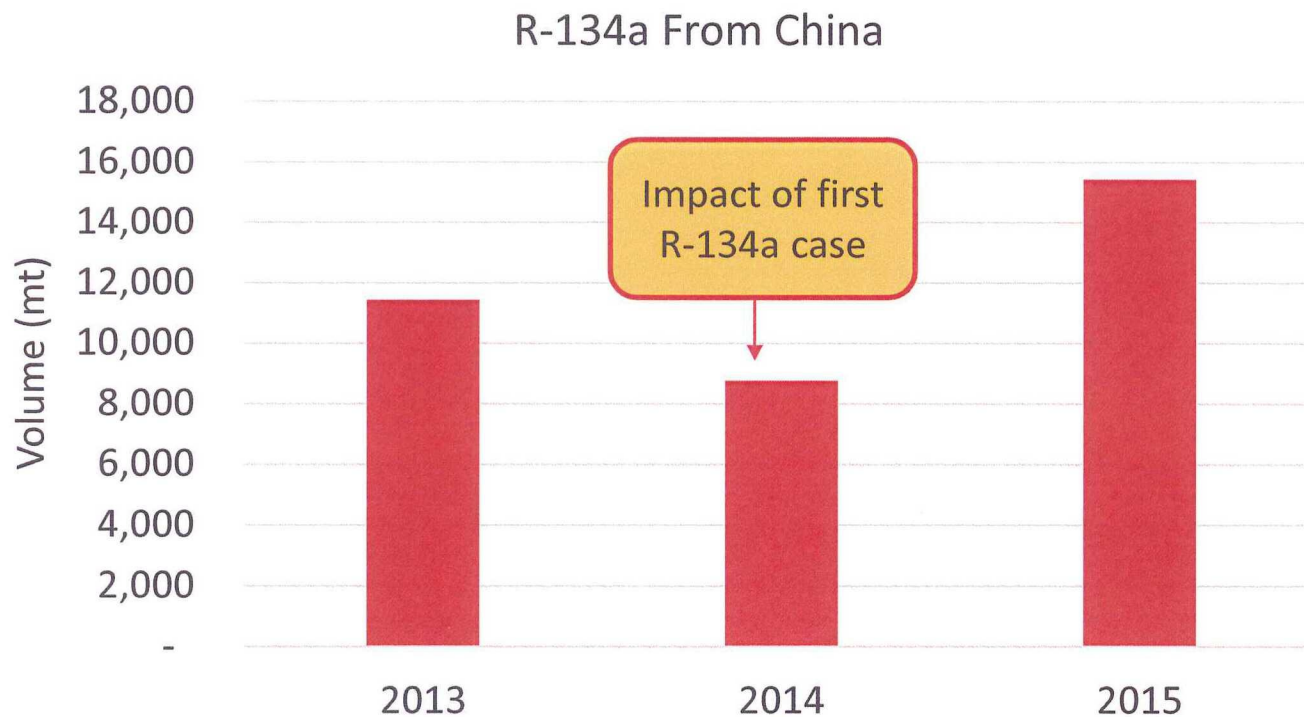


Large Retailers



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Imports rapidly returned in 2015 and exceeded 2013 levels.



Source: ITC Dataweb



# Many factors are unchanged since the first investigation:

## 2014 ITC Determination and in the Current Investigation

- Single “like product” limited to R-134a
- Conditions of competition (USITC Pub. 4503 at 14):
  - “High degree of substitutability”
  - “Always or frequently interchangeable ...”
  - ***Large majority of “purchasers reported that they always or usually purchase the lowest-priced R-134a that is offered”***
  - Seasonal
- Non-subject imports had a “minimal presence”

# However, there is no longer any supply shortage

## 2014 ITC Determination

- “{F}rom mid-2010 through at least 2011, the U.S. for R-134a experience a supply shortage”
  - Global shortage of HF
  - Increased demand for R-134a in foam
- “The increase in subject import volume ... is attributable to the effects of a domestic supply shortage...”

(USITC Pub. 4503 at 13,15,16)

## Present Investigation

- *There is no shortage of R-134a in the US market*
- *US capacity is underutilized*
- *The increase in subject imports is driven by underselling*



# R-134a from China is no longer confined to the automotive replacement market

## 2014 ITC Determination

- “The bulk of the subject import volume was sold in the automotive aftermarket ... which was the market ... with the greatest shortages”
- “We observe that as the market stabilized in 2012, the pace of imports slowed”

(USITC Pub. 4503 at 16)

## Present Investigation

- *Domestic producers have lost sales to OEM customers in various market segments*
- *Chinese importers offer the same low prices to the automotive and HVAC aftermarkets*
- *Subject imports are higher than ever in 2015*

# It is telling that market prices declined in 2015 ...

## 2014 ITC Determination

- “The record shows that prices ... were at high levels due to the supply squeeze”
- “Prices were higher in the automotive aftermarket than in other markets because of the supply shortage”
- “The decline in prices during the POI is associated with the cessation of the supply shortage”

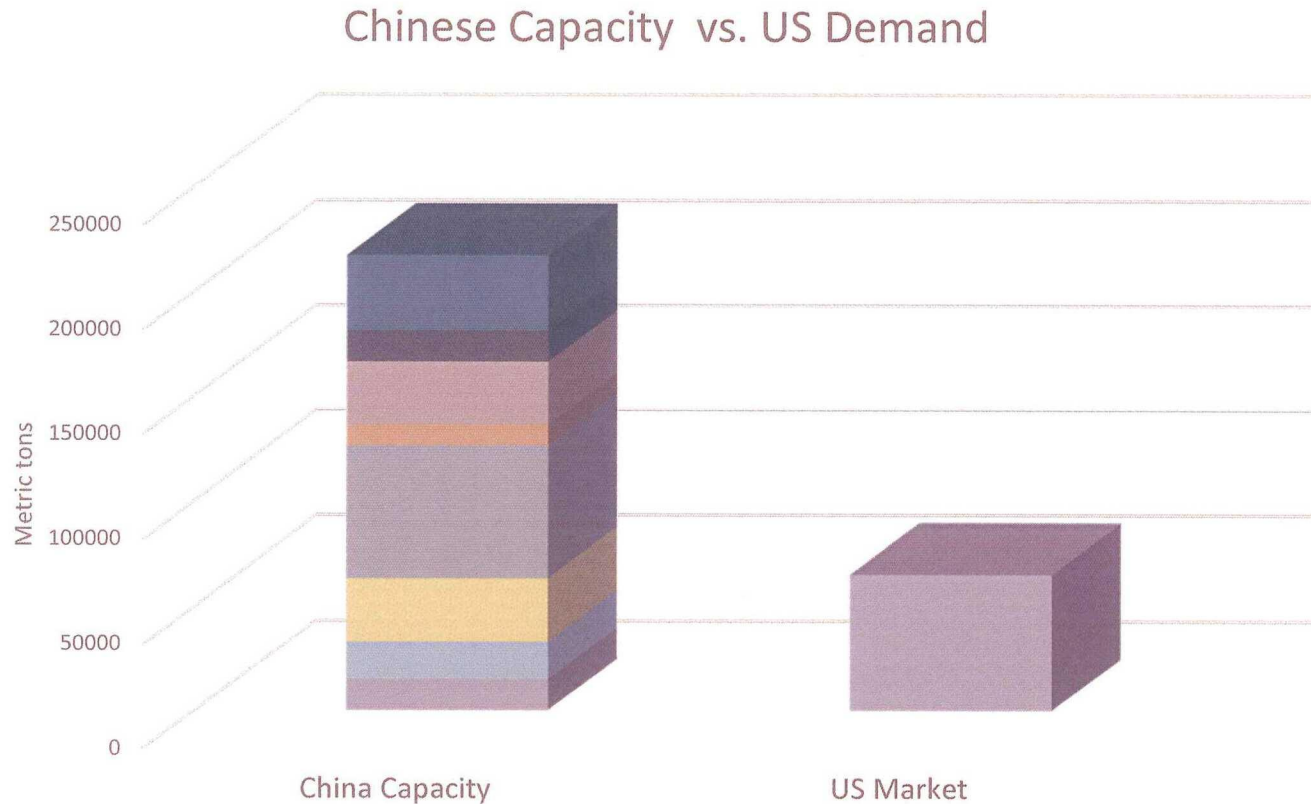
(USITC Pub. 4503 at 18,19)

## Present Investigation

- *Prices rose briefly in 2014 due to antidumping duties, but fell quickly in 2015*
- *Prices in the automotive segment are lower than any other segment*
- *Even the list prices of Chinese R-134a are below US prices*



# China R-134a capacity dwarfs the US market



Source: IHS and company data